Page 58 Page 60 1 THE CHAIRPERSON: Now, when 1 want to attach wires to the poles, they have 2 you say you'll take the risk for the 2 an obligation to know what is out there on 3 3 6 percent, does that mean that if you come those poles, especially now when the 4 across some area that's not built, that's 4 communications gain is at such a premium and 5 been taken down, you will fix it yourself? 5 they have essentially dead wire taking up 6 MS. JANELLE: Yes. 6 space. 7 THE CHAIRPERSON: At your 7 The analogy I would give you 8 cost? 8 to demonstrate that this is their burden is 9 MS. JANELLE: At our cost. 9 with respect to CL&P. The Department has 10 We have proposed to upgrade and maintain this 10 recently been engaged in proceedings with network, and that includes the missing CL&P, and Commissioner Downes, I've seen you 11 11 12 portions. Now, that is, Commissioner, with 12 before there, where --13 respect to the 6 percent. 13 COMM. DOWNES: Oh, just 14 THE CHAIRPERSON: What if 14 for 18 days of hearings. Not a problem. 15 it's 7 percent? What if it's not 6 percent? 15 MS. JANELLE: Just a couple 16 MS. JANELLE: If it's 7 16 days -- where it was found that CL&P had not 17 percent or 8 percent, I think my client would 17 kept adequate records of its streetlight 18 allow me to state that we would accept that 18 facilities. They didn't know what lights 19 19 were out there, what wattages they were, and also. What we're asking for is what's out 20 20 there in an as-is condition. We're not the Department found that could be completely unacceptable, and the Department ordered them 21 asking them to do a single thing in this 21 22 proceeding, except with the caveat that the 22 to audit the entire CL&P streetlight network stipulation that resolved the appeal provided 23 in every town in which they provide service 23 24 that anything that SBC takes down from the and to do it at their own cost. And I don't 24 25 25 see any difference from that case to this resolution of the appeal to the present, if Page 59 Page 61 1 they ultimately lose in this proceeding and 1 case. all final appeals coming out of it, they are 2 My third point with respect 2 3 going to put it back up at their expense and 3 to the issues that we believe are beyond the 4 scope is the cost of service. I would agree 4 at a time line that we have agreed on. 5 5 with Attorney Moreira that Gemini has said, So we're willing to accept 6 6 what we believe is a 94 percent accurate TSLRIC, there's a fundamental problem with 7 7 performing TSLRIC cost of service, though, inventory. We haven't physically seen it 8 8 because we requested it by way of discovery, for this particular network because it's 9 and we never got it. So, you know, we're 9 abandoned property. By definition, it has no 10 still looking to see those plans, and this is value. 10 another thing that we hoped would be resolved 11 Now, there's no such thing as 11 a free lunch, and Gemini is not standing here in phase two of this proceeding. 12 12 saying that, well, we should get it for 13 Additionally, I have to note 13 that on the inventory issue we also believe 14 nothing because there's no value if you do a 14 cost of service. This is an issue. How the it is inappropriate for anyone other than the 15 15 cost of service needs to be done is an issue, public service company to have to pay for the 16 16 public service company to straighten out its 17 again, that we felt would be discussed in 17 18 phase two. We have suggested that it can be records. SNET is the joint pole owner in 18 discussed through a technical meeting. 19 most cases. In some cases the sole pole 19 20 20 owner, and in pretty much all cases the However, we don't think that it's necessary

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to go out and do a cost of service for every

nut and bolt on every pole in every part of

a random sampling, whether it's a three-mile

We believe that you can take

the network in the state of Connecticut.

custodian of the poles. They have an

reasons of public safety.

obligation to know what is out there for

They are the custodians of

attachments. When people come to them and

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stretch or a five-mile stretch, take five or 2 six of them in different places in the state

3 and extrapolate that to get a per-mile cost

for this network. And I would point out that

4 5 SPV leased this network. They didn't lease

6 it on a nut-and-bolt basis by individual

7 components. They leased the network as a

8 whole, and that's what we're seeking to do

9 here. We want to lease what's there on a

10 per-mile basis, in an as-is condition. We'll

11 upgrade it. We'll maintain it. And any 12 negligible costs to perform this kind of cost

13 study to figure out what this rate is going 14 to be should be put in the rates for rental

15 of the network. 16

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THE CHAIRPERSON: Did SPV

17 lease it on a per-mile basis?

> MS. JANELLE: I don't know exactly how SPV leased it because that is another document that we sought through discovery, and we were denied. So I was not able to see the actual leasing agreement, but based on our limited knowledge of what

occurred in the SPV docket, we believe that 24 25 SPV leased this network as a whole and not on

Page 64 Now, I'd like to spend a few

minutes talking about some of the argument that we've heard today and some of the

arguments that SBC has raised in its written

exceptions. And, again, I want to

reemphasize that I believe that these are

just a restatement of the arguments we've seen in the briefs and we've heard over and over again, and we believe you got it right,

but hopefully I'm going to convince you that

11 you got it right.

> With respect to whether or not these facilities are a part of SNET's network, the Department did a very, very thorough review of the history of this network and the ISNET network and the intent to transition SBC over to this network in its entirety. We believe that fully supports the fact that this is part of their network.

Furthermore, something that SBC did not mention today but is in the record of this proceeding is that the HFC facilities are HFC, hybrid fiber co-ax. There are fiber portions of the facilities. There are coaxial portions of the facilities.

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an individual nut-and-bolt basis.

So ultimately we believe that there's a tremendous opportunity to jump-start competition here and especially in a time when major players are leaving the local market, including AT&T. Gemini is ready to come in. We're ready to provide

service. However, the draft decision,

9 although it's, we believe, absolutely right 10 on the law, unfortunately places cost

barners to our entry into the market and our 11

use of the network, that if they stand, we're 12

out of the game, and we'd like the Department 13

14 to remove those portions regarding the OSS,

15 the cost of service and the inventory from the draft and schedule a technical meeting 16

17 where we can sit down and figure out, maybe

we don't need an entire phase two proceeding, 18

maybe some of these issues can be worked out, 19

20 and that would be a jump-start to our

21 negotiation on an interconnection agreement

with SBC because we realize that we are going 22 23

to need to do that also, and a lot of these 24 issues, such as maintenance, are dealt with

25 through interconnection agreements. Page 65

That encompasses the entire HFC network. SBC 1 2 is currently using the fiber in Project

Pronto to provide telecommunications

services. So what they're attempting to

5 6 do is take this HFC network and break it down 7 and say, well, we're using the fiber, so

8 that's part of our network, but we're not 9 using the co-ax so that's not part of our

10 network. That's an artificial dismemberment 11 of this network, and we submit that that's

12 absolutely no support for their claim that 13

it's not a network, not part of the network and therefore not a network element.

Additionally, SBC has posited that in order to be a network element, it has to be used for telecommunications purposes. However, their contention is it has to be used by them for telecommunications purposes.

20 We submit that the fourth circuit case is 21 absolutely clear on this. It has to be 22

capable of use and easily called into 23

service. 24

We know it's capable of use because almost every cable company in the

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1 state is providing telephony services over an 2 HFC network. It's clearly capable of use. 3 And it's easily called into service. It's 4 there. It's on the poles. It's not wrapped

up stored in a warehouse, and we can go out, hook up our electronics and turn it on.

7 It's not any big complicated

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14 15 process. SBC has to do nothing. They have to sit back, wait for our phone call. We're going to -- we constructed the necessary fix-ups in West Hartford and we'd like to turn it on. We're going to turn it on on the 10th. Send us a bill. That's all they have

12 13 14 to do. 15

With respect to the evidence on the record for a finding of impairment, I'm a little perplexed with respect to this argument. There's plenty of evidence on the record. There were interrogatories. There were interrogatory responses as to our allowed to take notice and utilize facts and circumstances within its expertise and

impairment. Under the UAPA the Department is

Page 68 So the allegation that they

2 didn't know you were going to make a finding 3 of impairment, I don't believe is credible

because we couldn't make the unbundling

4 5 determination without the impairment finding 6

at the same time. And SBC must have felt

that there was enough record evidence for the Department to make this determination because

9 they specifically waived the hearings in this 10 matter.

If they felt that there was not enough evidence, they should have said, no, 247(b)(a) says you must have a hearing, and they could have brought in their witnesses. They could have put on their evidence with respect to technical infeasibility. They could have cross-examined our witnesses on our discovery responses concerning impairment. They chose not to do that. They made a knowing, legal waiver of the hearing in this matter, so we think that there's ample evidence and that the ruling is correct.

With respect to the contention that this is business-plan

Page 67

competition docket, the triennial review docket.

knowledge. There are all kinds of dockets

going on at the Department right now, the

The Department is well aware of how costly it is to construct this network, not only from SBC's filings when it constructed it, but Gemini has also constructed an HFC network in parts of the state that the Department is aware about. The Department is aware of issues surrounding pole licenses and the ability to get on the poles. These issues have been before the Department. There's ample evidence on the record in this proceeding and within the Department's own specialized knowledge to

16 The argument that SBC didn't know you were going to make a factual finding 17 as to impairment, I do not understand. If 18 19 you look at SBC's motion to bifurcate and the

make a determination of impairment.

20 Department's ruling bifurcating this

21 proceeding, part one, phase one, this

22 proceeding, was going to deal with unbundling

23 of the HFC network, the ability to unbundle. 24

In order to unbundle, you must make a finding 25 of impairment. That's a requirement.

Page 69 specific unbundling, SBC's interpretation of the triennial review order misses the point. It is not business-plan specific unbundling. A business plan is a method of serving customers. It is not a technology. And the TRO makes this distinction very clearly.

A business plan is if Gemini were to say, we want to access UNEs to provide service only to DPUC commissioners, that's a business plan. Or if we want access to UNEs to provide only data service to high-rise buildings, like the data service providers, that's a business plan.

The TRO drops a footnote, a footnote to paragraph 115 where it says a business plan would be like seeking to serve only customers named Sam; that's uneconomical. In order to have a business plan that is permissible to utilize unbundled network elements, you're to seek to serve as many customers with as many services as possible. It doesn't discuss technology,

Gemini wants to serve everyone it can with a full suite and range of services. That is its business plan. Its

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technology happens to be HFC, which is part of the telco's network and, we submit, correctly subject to unbundling by the Department.

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And, again, I'd refer you to the footnote to paragraph 115 of the triennial review order because it makes it abundantly clear.

With respect to the argument that unbundling is a disincentive for SBC to test and invest in new technologies, again, that is one of the -- it's incorrect because it is one of the premises of the TRO that the FCC's ruling that they would not unbundle advanced facilities, certain types of hybrid networks and fiber to the home, is because they want ILECs to invest in these technologies without the fear that CLECs are going to come in and say, oh, we want to use that, too, at a discounted cost without having put in any of the money, any of the investment.

That's not the case here. We're not talking about a new technology. We're not talking about something that SBC

Page 72 1 review order wants the Department to engage in to look at the facts and circumstances of this network, and to make a finding that in this market, because of these circumstances, it's subject to unbundling. Otherwise, it sits there and it rots, and that's not good for anybody. It's not good for SBC; it's not good for us, and it's not good for Connecticut consumers. 10

COMM. DOWNES: Well, God knows our analysis has certainly been granular.

Back up for a moment here. and I realize you were not an engineer, but just talk to me a little bit more about this point about the fiber and the co-ax. I believe I heard you a little bit earlier saying that SBC is, in fact, using some portions of the system, namely, the fiber portions. Just talk to me a little bit about this. Is this a situation where in some areas fiber is carrying the signal and then it turns over to co-ax, or are these literally side by side on the same units? And I will give you the graceful escape. I

Page 71

has incentive to invest in. They've 1

abandoned it. It's rotting on the poles. It can't even be used in its current form

because it has degenerated so much.

If SBC were to invest in a future technology, a PDQ technology or whatever is out there, and it works for them, I'm fairly confident that the Department would not and could not unbundle it. But if they invest in something that's paid for by ratepayer money, and I disagree entirely that this network was not paid for by ratepayer money, and I believe that you'll probably

13 hear from Mr. Vallee quite a bit on this 14 point, as this network is still in SBC's

15 16 depreciation reserve --

COMM. DOWNES: We're counting

18 on it, madam. 19

MS. JANELLE: Yes, Because this network has been abandoned and because it's paid for with ratepayer money, they have no incentive to invest in it, and it is not

23 protected by the triennial review order. In 24 fact, it is this type of granular

25 market-specific analysis that the triennial Page 73

realize you are not a professional engineer, and so --

MS. JANELLE: I was going to say I'm going to heavily caveat my answer with the fact that I was an English/Russian major in college --

COMM. DOWNES: There you go. MS. JANELLE: -- so we're

going to do this real simple kindergarten --COMM. DOWNES: Good.

THE CHAIRPERSON: I noted you didn't multiply ten times a thousand and

13 you're saying now that --14

MS. JANELLE: Thank you, because my math is equally as bad, the embarrassment of giving the wrong answer.

COMM. DOWNES: Well, it's even more embarrassing to have to ask the question. It demonstrates my ignorance on this, but perhaps you can help me out, in any event.

MS. JANELLE: My

23. understanding -- and, again, this is from our discussions with SBC, the discussions we had

across the street in Superior Court, with

1 Department staff and with Judge Levine -- my understanding is that -- and actually I think 2 3 SBC submitted a diagram. Is there a diagram 4 of the facilities? I think there is a 5 diagram in the record in these proceedings. 6 My understanding is you have the co-ax wire 7 here. The fiber is essentially sort of wound 8 around the co-ax wire, so they're using the 9 fiber in their Project Pronto to transport 10 telecommunications services, and in fact when 11 we discussed the facilities that were being 12 removed and discarded, we talked about the 13 necessity of unwinding the fiber in some 14 cases because it was being used, and it came 15 to light that where they were using that 16 fiber that was wound around, they weren't 17 throwing away those portions of the network. 18 THE CHAIRPERSON: I seem to

recall from the original SPV case that that is all encased inside a large sheath, and it is wound around and encased inside a sheath. Is that correct, Mr. Andrasik?

MR. ANDRASIK: Commissioner, in some cases the fiber is overlashed on top of the -- the co-ax is overlashed on top of

1 THE CHAIRPERSON: Please. 2 MS. JANELLE: With respect to 3 the argument that the draft decision 4 impermissibly relies on the UNE remand order, 5 we think that the footnote cited by 6 Mr. Moreira in the draft decision saying that 7 the Department disagrees with the contention 8 that this was fully vacated and remanded is 9 an accurate footnote. I would submit to you 10 that the easiest way to fix this issue, if it 11 is an issue, is to go to the TRO and replace 12 your UNE remand order cites with TRO cites, 13 because although — although this impairment 14 test was vacated and remanded, it was vacated and remanded not because of what the test 15 16 was, but because the FCC -- excuse me -- the 17 Court said you didn't do enough of a market 18 specific analysis and a granular analysis, 19 and you relied too heavily on costs. So it 20 went back to the FCC. And the FCC issued the 21 TRO, and if you look at the impairment test 22 set forth by the TRO, it's substantially the 23 same except that now you can't rely so

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1 the fiber. Other cases, it's really 2

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separate. That does not necessarily mean or

3 have any impact on how we've used it. We've

always said we've used the existing fiber 4

5 since the early ISNET days to provide services that were in need of optical 6

facilities. We've continued to repurpose

some of the HFC fiber to provide telephony

9 facilities. As Mr. Moreira demonstrated on the map, fiber to RT's, remote terminals, is 10 a frequent use of how we repurpose the fiber. 11

> THE CHAIRPERSON: John Andrasik is SNET's technical geek in charge of this stuff.

> MS. JANELLE: So I would agree that based on what Mr. Andrasik just said that they're using a part of this network, so the claim that it's not part of their network I fail to understand. And I hope that answers your question.

21 Commissioner.

22 COMM. DOWNES: Yes, ma'am. 23 That's very fine. Thank you.

> MS. JANELLE: May I continue? COMM. DOWNES: Please.

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be this granular, market-specific analysis. The Department has just

heavily on costs, you've got to rely a little

more on the other factors, and there's got to

performed the granular, market-specific analysis, and I think you can find parallel paragraphs in the TRO that state exactly what SBC is claiming the Department is relying on the UNE remand order for.

With respect to we can't unbundle this because we don't know what to call it, it's not a loop, it's not a switch, it's not all of the other technical terms, you can call it anything you want. You can call it HFC network. You can use Attorney Moreira's term and call it a quasi-loop. The fact is it functions as a loop, and just because HFC network is not on the FCC's list of things nationally that can be unbundled doesn't mean that this Department cannot unbundle it and doesn't mean it's not subject to unbundling.

It was very adequately briefed by both parties that the Department has independent statewide jurisdiction to add network elements to the list. That was admitted by SNET in its District Court

Page 78 Page 80 1 complaint that this Department took 1 as you talked to us a little bit earlier 2 administrative notice of. 2 about leasing the facility, making the 3 Call it whatever you want. 3 upgrades, doing the various interconnection 4 It doesn't matter to us. But we believe that 4 and other kinds of things you've got to do. 5 it functions as quasi-loop and therefore this 5 and I believe at one point you also said that 6 Department can unbundle it. 6 Gemini also runs some other HFC facilities --7 And I think that's all that I 7 MS. JANELLE: That it has 8 have. I didn't speak nearly as long, but I 8 constructed on its own, that's correct, 9 just want to --9 Commissioner. 10 MR. MOREIRA: We win. 10 COMM. DOWNES: So I guess 11 MS. JANELLE: Not yet. I 11 I'm -- I guess I'm just a little bit 12 just want to sum up by saying -mystified, and there's probably a perfectly 12 13 COMM. DOWNES: No, this is 13 obvious reason that I'm not seeing, but 14 not trial by ordeal, even though it may seem 14 perhaps you could just talk to me a little 15 that way. 15 about that. 16 MS. JANELLE: I just want to 16 MS. JANELLE: Certainly. 17 sum up by saying that notwithstanding all of 17 COMM. DOWNES: Wouldn't it 18 the rebutting of all of these arguments, we 18 make more sense just to buy the darn thing 19 would like the Department to focus on the 19 already and -draft decision's requirements with respect to 20 20 MS. JANELLE: Well, it would, 21 the cost of service, the inventory and the 21 and guite frankly the answer is we want to 22 OSS because those are fatal to Gemini and we 22 buy it. 23 believe any other competitor coming in to use 23 COMM. DOWNES: Oh. 24 MS. JANELLE: We would love 24 this network. You're correct on the facts, 25 to buy it. We did entertain negotiations 25 you're correct on the law, you're correct to Page 81 Page 79 with SBC, and without disclosing anything 1 unbundle in the way that you have. We think 1 2 that went on in those negotiations, 2 that this decision is fully sustainable on 3 ultimately we believe that the price that we 3 appeal. However, it will be a hollow 4 were offered, which was in the very high 4 decision if these costs that really are a multimillion dollars, represents multiple 5 barrier to entry are imposed on a competitor 5 times over what this abandoned, decrepit, 6 that wants to utilize this network. 6 degenerated network is worth. And there was 7 7 And I'd be happy to answer 8 absolutely no movement on that price from 8 any other questions you have. 9 THE CHAIRPERSON: I think 9 SBC. 10 And this issue was revisited 10 you've done fine. Thank you. when we were before Judge Levine because he COMM. DOWNES: May I just 11 11 said exactly the same thing, and he put the 12 torture her briefly? 12 two of us in a room together and he said, You THE CHAIRPERSON: I tried to 13 13 want it; you don't want it; buy it. And, you 14 14 help you out. I really did. 15 know --15 COMM. DOWNES: I know, I THE CHAIRPERSON: Judge 16 16 know. 17 Levine said that? 17 MS. JANELLE: Thank you, MS. JANELLE: Yes. 18 18 Commissioner. I appreciate it. COMM. DOWNES: And you were 19 THE CHAIRPERSON: I'm 19 20 20 so close. surprised. 21 Look, I have to confess to 21 MS. JANELLE: We spent a full 22 you that I am -- for me I guess the 22 day --23 disconnect on this is why wouldn't Gemini 23 COMM. DOWNES: Be careful 24 want to just purchase this facility already? 24 now. 25 I mean, you know, I listened very carefully 25 MS. JANELLE: -- in

Page 82 Page 84 1 negotiations with Department staff and the 1 MR. VALLEE: Commissioner 2 Assistant Attorneys General present, and 2 Downes, I was present with Judge Levine 3 there was no movement on that number, and as 3 asking that same question --4 far as we're concerned the number is COMM. DOWNES: Yes. 5 outrageously inflated, and I don't know if 5 MR. VALLEE: -- and there was 6 it's designed to prevent a competitor from 6 an interesting answer, and I don't know the 7 buying the network, but certainly we don't 7 answer either, but there was not a meeting of 8 believe anyone will at that price. Certainly 8 the minds. 9 we will not. 9 COMM. DOWNES: Yes, that 10 COMM, DOWNES: And I will 10 seems apparent at this point. 11 give your friend here an opportunity to rebut MR. VALLEE: Yes, I'm afraid 11 12 in a moment here. 12 it was. It is a very good question, but you 13 MR. MOREIRA: I do speak out 13 know you could flip the question and ask the 14 of turn. 14 question, why doesn't SNET want to lease it. 15 COMM. DOWNES: Well, we'll 15 because they certainly have the opportunity. 16 just allow it this one time. 16 The Department has just issued a decision 17 MR. MOREIRA: We are curious 17 saying go ahead and do it, it's legal. COMM. DOWNES: Well, I just 18 to see what they think it's worth because 18 19 they never countered the offer, so it is 19 haven't gotten Mr. Moreira in front of me --20 interesting. 20 MR. VALLEE: We'll have to 21 MS. JANELLE: Well, we think 21 get him back up here. 22 we did counter in Superior Court, but that's 22 COMM. DOWNES: -- to ask him beside the point. The fact of the matter 23 23 part two so -24 MR. VALLEE: Give him a shot. 24 IS --25 COMM. DOWNES. We're kind of 25 That's a good question, and I really don't Page 83 Page 85 have the answer to that. There was clear 1 enjoying the colloquy here. 1 2 MS. JANELLE: Maybe we can 2 financial -- I mean, there were numbers 3 settle this now. 3 battered around. I don't remember them, but 4 MR. MOREIRA: Again, I'll 4 they clearly were quite divergent. 5 Because the OCC's position is 5 listen to the number. I'm just waiting for 6 6 that the draft decision is terrific, and it 7 is the right decision, it's legal, and it 7 MS. JANELLE: The fact of the 8 makes a lot of sense, it advances public 8 matter is that the number that we were told 9 policy, all of which is good, all of which is 9 that there was absolutely going to be no movement on was so astronomically high as to 10 a win-win. 10 THE CHAIRPERSON: You're prevent even consideration of it. Ouite 11 11 frankly, there was no way we could pay for it 12 12 scaring me. 13 and absolutely no way we could ever get 13 COMM. DOWNES: You old financing for it at that high of a number. 14 flatterer, you. 14 MR. VALLEE: I've got the COMM. DOWNES: Thank you, 15 15 apples out front. 16 ma'am. I appreciate it. 16 COMM. DOWNES: Yeah. MS. JANELLE: Thank you very 17 17 MR. VALLEE: Because it 18 18 much. should be a win for SNET. That's why that 19 19 THE CHAIRPERSON: Thank you. 20 Attorney Vallee. 20 question is out. That's why it's an 21 MR. VALLEE: Yes, thank you, 21 important question. 22 Commissioner. Good morning -- good 22 Right now it's not generating 23 any revenue, and if you light it up or do afternoon, Commissioners. 23 24 COMM. DOWNES: Good 24 whatever it does, you just sit back and watch 25 afternoon, sir. 25 the money come in, and what's wrong with

Page 86 Page 88 1 that? Right now it's actually a cost 1 So the TRO essentially says, 2 because, as we know, they're stripping it 2 Broadband, competitors, you don't get a crack 3 down off the poles wherever they can find it. 3 at that. You get to play with the old 4 wherever it gets in their way. Well, that's 4 network. If you want, go ahead, you can 5 a cost. You roll up the truck and the guy 5 lease that. SNET has to lease it, and you 6 has to do all this stuff. 6 get to lease it, and we get to use it, and 7 So the Department has 7 you're all happy with that. But that new 8 essentially said, Waste not, want not, and it stuff, you don't have to lease that. That 8 9 seems like a pretty good deal, so that's 9 incents SNET and companies like it, the other 10 really the question. 10 RBOCs, to spend their money to build that 11 COMM. DOWNES: Well, we're 11 thing out. 12 glad we made somebody happy. 12 And the Department looked at 13 MR. VALLEE: That's night. 13 this technology where the drawing is, the red 14 We're happy. We're happy here. Consumers 14 part, as opposed to the blue part, which is 15 should be happy because that's a win-win for 15 really what that is about, and said, you 16 them, too. 16 know, the TRO doesn't talk about this thing 17 MS. JANELLE: Us too. 17 because it's unique. This is the only RBOC 18 MR. VALLEE: SNET has a win. 18 that still owns this type of stuff. The TRO 19 They have revenues coming in. Consumers are 19 talked about really advanced stuff, fiber to 20 obviously going to benefit from the the curb and all of that good stuff, and it 20 21 competition and all the things that we know 21 talked about twisted pair copper, and we've 22 accrue from competition, and Gemini is here, 22 just talked about that difference, but this 23 you know, hat in hand petitioning the 23 thing is -- what is this? It's in the 24 Department, Come on, come on, what about it? 24 middle. So the Department had to make a 25 And you say, Okay, good idea, go ahead and do 25 decision about what is it and where does it Page 87 Page 89 1 ıt. 1 belong? So we certainly hope there's 2 And the OCC believes this is 2 3 no federal litigation or any other kind of the right decision because it's still sitting 3 4 litigation, that we would just move forward 4 on the poles all across Connecticut, all of 5 5 that red stuff over there, and it isn't being to a practical resolution of this thing. used. It's being stripped down by a company 6 The public policy I'd like to 6 that has written it off, and we will talk 7 talk about for a moment, the TRO has been 7 mentioned a few times, the triennial review about who paid for it. But it should be 8 8 9 order, and there was a distinct public policy 9 used. It can be used. We have a willing and 10 that was enumerated by that, and SNET has 10 able lessee -- is that what it is? -- ready to do it, and the Department has reached the claimed, Well, you did it all wrong. They 11 11 right decision which is, yeah, do it. 12 went through all the piles of paper and 12 wandering around and drawings, too, which are 13 Let me do that money thing. 13 I wrote a quick note when you asked that 14 14 very pretty. 15 question. It was a really good question. 15 THE CHAIRPERSON: Very COMM. DOWNES: Yes. I'm 16 16 impressive. 17 tingling with anticipation. MR. VALLEE: But the public 17

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copiously.

there in those days with video dialtone and all of that good stuff can remember there was

MR. VALLEE: I can imagine.

It was the money from

remember and I'm sure those of us who were

ratepayers is basically the thing. I seem to

I'm sure SNET is, too, taking notes

policy was clear. Congress essentially said

and the FCC has now put it in writing with

the TRO, We'd like broadband to happen in

We need economic incentives,

this country. It's important to us. Let's

which I think SNET talked about, certainly

do that. Let's all do that together.

Gemini is aware of.

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some kind of 50/50 split that I remember. We

1 2 had six fiber lines. Three of them were --

3 what was it, two were going to do this and

4 two were going to do that -- John will

5 correct me if I'm wrong -- and then there 6

were two spares, but in any case you had six

7 of them. When we cut them in half, there

8 were three on either side of this thing, and 9 50 percent of the cost of putting this thing

10 together ISNET was going to be paid by telephony ratepayers as opposed to potential 11

12 CATV or cable or cable people. 13

Now we've got the RBOC fantasy, as I like to think of it, of

15 alternative regulation changed everything, 16 and the thing it most seems to have changed

is that ratepayers disappeared. They're 17

like, hello, where -- there are no ratepayers 18 19 here. We don't have ratepayers anymore. We

20 only have shareholders. We only have our

21 money. 22

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There's no rate of return case. There's no rate case. We don't talk about ratepayers and how much we spent, ratepayers.

Page 92 there will be a new drawing about that, the two parallel railroad tracks.

But the thing that we've got to recognize here is that the draft decision goes into the history, as Ms. Janelle pointed out, and I think the history in the draft decision is correct. The SNET rewrite is a little bit off the track.

So what happened was they set out to build a substitute network, which we talked about. That's the red network. And it was going to completely substitute for copper twisted pair. That was the deal. That's what we heard. We heard, Give us the money, and we will give you all kinds of crazy services you're going to love, and as I remember the number it was 70 percent more productivity off this thing. Squirrels weren't going to eat it, the rain didn't like it, it was going to be unbelievable. It even fixed itself. It was self-healing. I love that. Okay,

But somewhere along the track, we were riding along with the locomotive and all of a sudden we came off

Page 91

Okay. But who pays the bills every month? Shareholders? Well, maybe they do, but not as shareholders. And where does the revenue come from? It comes from rate -oh, we can't talk about ratepayers.

They didn't do a stock thing that said -- they didn't go to Wall Street and say, Hey fellows, we really want to do this ISNET thing, give us six billion dollars or four billion dollars or bunches of billions of dollars. They said, We're going to pay for it as we go. It's going to be part of our improvement plant, and that's how it worked, and that's the answer.

So, yeah, they wrote it off, and yes, the Department said when you write it off, whatever is remaining is a shareholder expense. I'm cool with that. So

19 that's the business there.

20 Now, we had the whole 21 business about the barren plane and the two 22 railroad tracks, A and B, narrow and wide.

23 Why the new one, the broadband is narrow, is 24 one of the things I'm worried about, but

25 maybe we'll hear about that later. Maybe

Page 93 the track, and we derailed it, and what was

2 that? Was that really because it didn't 3 work? I don't think so, because it works.

4 They use it. They're in here begging for it.

5 The cable T.V. people, there's some of them 6

here, too; they use it. But it doesn't work. Okay.

So what really happened? What really happened was they suddenly discovered, whoa, the cable guys are running like maniacs, upgrading to 750-megahertz so we can do telephony, and we're going to pay for it, and they did. Okay. Well, wait a minute. We're losing that race but we --

THE CHAIRPERSON: I seem to recall it repowering the network.

MR. VALLEE: Powering the network was a problem, but could they have done it? You betcha. They could have done it. They didn't want to do it. They wanted to put the power down on the communications gain. You're right, that --

THE CHAIRPERSON: I recall

24 that.

25 MR. VALLEE: That was a

problem, and Lucent did withdraw from the business. That's a problem, too. So how come they're doing it? That's not a problem. That one they got fixed.

What really happened was DSL was sitting there looking sweet and pretty and just said, Come and use me. I'd be a lot cheaper for you. In a nutshell that's how it worked.

And how do they provide broadband today? DSL. So they're in competition with the cable people and it's working great. God love 'em. But that's the answer. That's why track B was cut off and why it's sitting up on those poles out across Connecticut.

So it was a substitute network. It was going to totally take -- that was going to be what was going to be used. You would pick up the phone and say "Hi, Mom" through HFC.

So, I mean, that's an important issue especially in terms of the legal analysis because this was not a trial. Is Project Pronto a trial? That would be a

Page 96 a couple of hurdles. We've got the financial hurdle; we've got the technical hurdle. This is an RBOC thing again, another RBOC fantasy. Oh, network integrity, we can't do whatever it is you just told us. They've been doing it for fifty years. Okay.

As for spending money on Gemini, you're going to do a cost of service study, you talked about it, you put deadlines, you've got all this good stuff, and you're not legally bound to do so. Where does — where did all the costs for OSS come from in the first place? It's folded into the cost of service study. That's how it's always been done. When these jokers pay a price, oh, it's ten dollars a mile, whatever the number is, fine, inside the ten dollars is to pay for the OSS. This is not new. So I'm not sure why — COMM. DOWNES: You meant

"jokers" in the very nicest possible way.

MR. VALLEE: I'm sorry, yes.

I love jokers, too.

COMM. DOWNES: I'm just watching the colloquy behind you.

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- 1 question to ask the company. Is Project
- 2 Pronto a trial? The answer has got to be no.
- 3 That is our future network. That's what
- 4 Congress told us to do. That's what the FCC
- 5 has told us to do repeatedly. We want
- 6 broadband; Project Pronto. Read it in the
- 7 annual report. That's what we're doing.
- 8 We're using the fiber, the "F" in the HFC,
- 9 and we're using it right now. We're using it
- right now. It's not dead. It's not quiet.It's generating revenue. It's being used to
- 12 carry traffic.
 13 So trial schmile, it's no

So trial schmile, it's not -it was real. It was to be the --

THE CHAIRPERSON: The transcript needs to know, how do you spell "schmile"?

17 "schmile"?
18 MR. VALLEE: There's an
19 expert right here. I'll defer to her.

COMM. DOWNES: It's okay.

Use your best phonetics.

22 MR. VALLEE: I'll wrap up 23 real quickly. You're going to hear more 24 today, I'm sure.

Financial hurdles. We've got

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MR. VALLEE: You mean the

darts are not all going to this side?

COMM. DOWNES: I hope you all appreciate the fact that we're trying to make these hearings more entertaining.

THE CHAIRPERSON: You saw the electric response.

COMM. DOWNES: Really, really. I understand why Jennifer prefers to be here now. I get it.

THE CHAIRPERSON: It's the Commissioner; that's why.

COMM. DOWNES: Probably. MR. VALLEE: There's two

things to think about. The first is what time do you pay for the OSS? I'm not sure that -- I think Gemini is correct, that the scheme that's in the draft decision may not be the best way. I'd suggest that in phase two, we do the cost-of-service study and inside that an OSS.

The other is will SNET lose money? The RBOCs are always, Oh, we're getting killed on this thing. We're under water. This is terrible. This is our cost.

1 You're shoveling more cost onto us. 2

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Well, you know, they get paid. The ten dollars a mile through the cost study process and the pricing that's related to that will take care of that. They don't lose money on this. They make money.

The technical stuff, the OSS that Gemini has talked about, we're here to take it as is. How can you aroue with that? It's like fantastic. I mean, it's a used car off the lot, and you've got to -- I won't go into the used car.

We had Apple versus IBM, different platforms. No. You can use an Apple, and I can use an Apple, and we can e-mail back and forth, and we can do all of this word processing. I mean, nobody is caring what the platform is. They want to carry traffic, and they want to, you know, have business. So it looks okay to me.

So Gemini has a state and federal right that the Department has clearly identified and I think thoroughly examined and has made work. They have a right to use this thing as a lease and they should be able

Wright.

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COMM. DOWNES: Much to the relief of the various parties, not to mention Commissioner Goldberg, I have an obligation at DOT at 1:00 which I have to --

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THE CHAIRPERSON: In which case we'll have to adjourn these hearings. which we cannot do.

COMM. DOWNES: Oh, I see. Never mind. We'll continue on. Excuse me. Sorry about that.

MR. WRIGHT: John Wright on behalf of the Attorney General. Good afternoon, Commissioners. I'll try to accommodate you as best I can. As you know we filed no exceptions to the Department's draft and I intend to limit my comments accordingly.

We think the Department should be commended for a very thoughtful and carefully reasoned draft decision. We think the Department got it right and the Department should approve this draft as its final decision. And this is an important case because it really represents a truly

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to do that.

I guess the last thing is it's fantastic that this company is here willing to take the risk. I'm missing -- and again, that would be a question as part of why don't you want to lease this thing -where is the risk? I mean, they identified perhaps they could get stuck with inventory costs, but Gemini said, Well, you don't need an inventory.

So, you know, I'm not sure I see the risk. If there's risk that they can identify that the Department accepts and says, Yeah, that sounds deadly, maybe we'll cover you on that, have a technical meeting and maybe a letter of credit. I don't know because I don't see it at this point. Gemini appears to be willing to take that -virtually all the risk to do this thing. So I'd leave them to it and wish them luck. That's all I have. Any

22 questions? 23

THE CHAIRPERSON: No. MR. VALLEE: Great. Thanks. THE CHAIRPERSON: Attorney Page 101

meaningful step toward providing Connecticut consumers with competitive telecommunication services.

The parties have articulated differences in the draft over technical issues, timing issues, costs, OSS, inventory, and those are not our issues, and we're certain the Department can handle that appropriately without imposing any unfair costs on any party, and we don't take a position with respect to that.

But for the main issues in this case, the Department correctly determined that it had the authority under state and federal law to unbundle these network elements, that they were network elements, and required the Telco to provide these on a nondiscriminatory basis. And that is quite simply the entire purpose and plan and intent of the Telecommunications Act, to afford competitors access to unbundled network elements that they don't possess in order to provide competitive services, services that are competitive with the incumbent.

Mr. Moreira quite articulately and

persuasively articulated many of the arguments that have been presented to the Department in the motion to dismiss, in the brief, in the comments in this and in the written exceptions, all arguments that the Department has carefully considered and we think properly rejected. They haven't raised any new issues, and therefore I'm not going to follow anything other than just to make a few notes of comments that I heard during the hearing.

> The Telco brought up Title 47-USC, Section 153 to say that the way the statute defines a network element is inconsistent with the Department's usage. They said it has to be used to provide telecommunications service.

Somewhere in the draft I'm sure the Department said that this was the whole purpose for the creation of that Personal Vision Network, that they did intend to use this to provide telecommunications. As Gemini pointed out, portions of the network are, in fact, currently being used to provide a telecommunications service, and I think as

thing, and that's a social judgment. Even though competition by itself does bring about certain unpleasant results that perhaps it could deter future investment if you think it's too risky, sometimes it causes business failures, sometimes it causes losses of jobs, but we accept that as a part of competition because we think that overall it provides lower costs and those jobs will find more

That's the whole point behind competition, that's the whole point behind the Telecommunications Act, that we would promote competition because of its social benefits.

productive areas in the economy as well.

And I think I can limit my comments there. If there's any questions, I'd be happy to answer them.

THE CHAIRPERSON: I think we're all set. Now, as entertaining the first round is, the second round is the rapid fire round because we do need to get the Chairman on his way, so Attorney Moreira, you're on deck.

MR. MOREIRA: I'm on deck and

THE CHAIRPERSON: The first

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the OCC pointed out that other cable companies are using these same facilities to provide telecommunication services.

With respect to finding that the benefits of doing the balancing, the company says you have to have a balancing of the benefits of the unbundling versus the costs that those impose, and the Telco suggested the Department didn't do any proper balancing analysis, and we would submit that the Department did, and that represented a major portion of the draft decision.

The Telco said that -- if I got this correctly -- that there would be a disincentive for future investment on the part of companies because then they'd have to say my failed investment, now I have to invest time and energy and manpower to turning that into something a competitor can use against me, why in the world would I ever take a step in the future to do that?

First of all, that's an enormously speculative argument, but I think more importantly the Department's analysis in the end result was that competition was a good

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I'll be as quick as possible. The first point I have to make is that --

thing you can do is answer Attorney Vallee's question, why doesn't SNET want to lease?

MR. MOREIRA: Well, I guess you have to have negotiations to enter into a lease, and we've never had them. We put an offer out to sell it. It was not responded to ever, and I tend to believe my general counsel tends not to lie to me. We've never heard a number back. I mean, if Gemini is so keen on buying it, right, they want to use it, if it's because we were so unreasonable, how about putting a number on the record what

they think it's worth?

THE CHAIRPERSON: That's purchasing it. What about leasing it?

MR. MOREIRA: Why don't they counter with a market-based lease. That's one of my problems with this whole decision. I mean, should the Department be getting involved in a business transaction and siding, in effect, with one carrier and saying, okay, yeah, as a matter of fact, it's

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1 not buy or lease, it's lease, and it's not 2

lease at market base rates, it's TSLRIC. And 3 read Gemini's written exceptions carefully,

4 I thought they were wonderful. It's

basically, Hey, you know what? Hey, thanks

for giving us this stuff, but you know what,

7 OSS, that costs money. Hey, thanks for doing 8

that, but inventory? We don't have it. You

9 know what? Just let us lease it a piece at a 10 time. We want all of it, but not all at

11 once.

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How about having your cake and eating it too, right? And the funny thing is, surprise, surprise, Bill Vallee disagreed with us. I nearly fell off my chair. I really did.

THE CHAIRPERSON: He agreed

18 with me. I once fell off mine. 19 MR. MOREIRA: Exactly. Bill

Vallee thought the competitor was being reasonable. Oh, my Lord, I nearly fell off

21 22 the chair. I couldn't believe it. I was

23 like, Oh, my God, he's disagreeing with me.

24 But that's neither here nor there. 25

So the bottom line is are we

So why would I talk about the fiber? Fiber being used for Project Pronto. I think John Andrasik made a point that, yes, some of that fiber is being used for transport. Some of it is being used for Project Pronto, but Project Pronto is not a fiber-based product for DSL. Project Pronto, what it does, it allows our copper based

network to get closer to the customer.

So like when we had the remote terminal example that I showed here, the CO to remote terminal, that will be fiber and probably has been fiber for a long time in a lot of the remote terminals forever. We've just put more of that, put more remote terminals out there, so instead of central office being in downtown, which it is, we put a remote terminal in someone's neighborhoodhood, now in effect you have the CO in the neighborhood, but the DSL is still on copper. It's still on copper.

So if you want to -- Gemini wants to use the fiber, you know the thing I didn't talk about, pick up the phone, use my OSS, I'll unbundle it for you, I'll give you

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willing lease it? If the offer was right and it was market based, sure. But they didn't even tell us. They just said, Oh, the number they asked for was just so high. Oh, my God, we couldn't even respond. That's what they said.

Would you like me to do the rapid fire? Here goes, as rapid fire as I can be considering it was three on one.

Number one, part of our network, there's no evidence in it that indicates that the co-axial facilities are a part of our network, are connected to our network. There is no evidence before this Department anywhere. The Department never even made that statement in the draft decision.

Number two, why did George not talk about fiber? Because it's hybrid fiber co-ax. I didn't talk about fiber, and they didn't talk about fiber. They mentioned fiber, but you know what they didn't tell you? Number one, they don't want the fiber. That's number one. Number two, the fiber is unbundled and available for unbundled access. Page 109

Page 108

a TSLRIC pricing tomorrow. They don't want 1 2 it. They want the co-ax. 3

Competition. I didn't raise this argument before. This is going to bring competition for Connecticut and the consumers are going to win, and we're going to win, everybody is going to win. We're just stupid, I quess, right? We're stupid. Now, they also didn't tell

you, you know what Gemini does, if you go onto their web site? Gemini is a cable modem provider. That's what they do. Ask them how many POTS customers they have on their existing network. I looked at their web site. They talk about, hey, we could provide voice, we could provide this, we could provide that, but it's all about cable broadband. That's why Cox is here today. See? That's why they're here.

They're a cable broadband provider. They only changed their tariffs after we pointed out that to even get any of these things that are unbundled -- let's presume we unbundled the red stuff -- you would have to provide a qualifying service, a

Page 110 POTS-like voice service to compete with us to get that. And in our context, in the TRO. right, because it's in the loop setting. let's say a carrier wins one of those loops.

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They could only win that loop if they're providing the underlying voice service to that customer.

So if I wanted to rent a UNE and then sell Don Downes broadband only, I couldn't win that loop. If I win that loop and I provide qualifying service, which is voice, basically, whatever competes with us on a daily basis on a voice service, you could win that loop, provide the voice service. Then you could provide broadband. you could provide voice mail, you could provide long distance Then you can pile it

18 all on. 19 COMM, DOWNES: I see. 20 MR. MOREIRA: I'm curious, 21 these great investors that Gemini are, they've got these great ideas, they're going 22 to spend millions of dollars to upgrade this 23 24 network and just turn the old little rickety 25 house back to me, right? They don't want to

You're not going to hit me, are you? MR. MOREIRA: I promise I won't. I promise. You guys didn't throw any arrows yet. There you go.

On the first page it says: Telco requests that the first phase of this proceeding be directed to the legal issues of the petition, okay? So far so good. There's a lot of talk in the middle. You go to page 5, first full paragraph, it says: "Finally, the Department believes the Telco's proposal to bifurcate the instant proceeding into two phases with only the legal issues being addressed in phase one and addressing Gemini's request for a cost study and inventory in phase two to be of merit."

That's why I said you went beyond your scope. I didn't really kind of just pull it out of my hat. I had that here. That's why. Just the legal issues. There are factual, I recognize when you do impairment there's a legal piece and there's a factual piece. The legal piece is okay to cover, but then you've still got a factual piece. To indicate that somehow we waived

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spend \$300,000 on inventory. They don't have 1 2

voice services in West Hartford where they

exist today. The true voice service, they 3 4

don't go to Mr. Smithers, who lives on Main Street in West Hartford and offer him voice

5 6 services today. They've got to get E-911

trunks and all of that wonderful stuff to be 7

8 able to do it. And by the way, if they're 9

thinking of doing it versus voiceover IP to

compete with us, right now it's a 10 11

touch-and-go issue, I recognize the Ninth

Circuit, but right now voiceover IP is an 12

information service, so that wouldn't even 13 14 qualify. It wouldn't even qualify.

Let me continue.

THE CHAIRPERSON: That

probably won't last long. 17

MR. MOREIRA: Exactly. It

wouldn't even qualify. 19

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Bifurcate. Let me move on to the bifurcation issue. They don't understand

21 22 how things were bifurcated and why we thought

23 the factual stuff, you know, perplexed, all 24 that wonderful stuff. May I approach?

25 THE CHAIRPERSON: Sure.

Page 113 1 something, that makes absolutely no sense.

2 Yeah, I waived to have a hearing on the legal 3 issues. Why would we have a hearing to have

4 regular witnesses talk about what they think

5 the law is? It wouldn't make any sense. But 6 that left the factual issues out, and that

7 left the technical and feasibility as an

issue to be discussed as a factual matter. 8 9

That still exists.

And if you take a look at our comments in our briefs we said, hey, we -because we talked about burden of proof and they said, hey, the burden of proof is on them. They've got to show that it's technically infeasible.

I said sure I do, but we've got to do that at the next phase. I'm not going to do it today to decide the legal issues. So I didn't waive anything on technical and feasibility, especially in light of what it says here. It's what it says, not what I say.

Continuing on. There was an interesting thing that was said by Attorney . Janelle. She said, hey, the Fourth Circuit

said capable, you know, the capability test, 1

2 is it capable. We've never said that you 3

can't make that capable of providing

4 telecommunication services. We've never said 5 that. Why would we say that when we have Cox

6 down the street providing it, you have other

7 people doing it all over the place? That

8 would be silly. What we said is the

capability test is a little more nuance than 9

10 that. That's what we said. We said the

11 capability test requires that it be connected

12 to your network and it is something that is

13 easily called into service, which is right in

14 your draft decision. That's all we've said.

15 And that stuff that's out there is not that.

16 It's not easily called into service. I can't

17 flip a switch. Gemini says, Oh, yeah, we can

18 do it real easily. They don't have the money

19 for a \$300,000 inventory, but they're going

20 to spend the \$10 million or however many

21 millions of dollars to put out all the

22 equipment in their little piece of the neck

23 of the woods that they're going to use. That

24 they're willing to spend till ad infinitum.

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25 They're going to tell you, boy, I've got the approach?

THE CHAIRPERSON: You may. COMM. DOWNES: Thank you.

MR. MOREIRA: Paragraph 115

5 lays it right out. You cannot do a 6 business-specific analysis to impairment.

7 Yeah, the footnote talks about Sam, but that 8 was making a ridiculous example to show that

9 we're not going to look at it in that

10 context. To say that somehow Gemini doesn't compare to that because there are technology 11

12 platform differences, no, their whole

13 business plan, and they've argued how they

14 establish impairment is, hey, if we're forced

15 to use that platform, which is inferior, mind 16 you, than our wonderful cable platform, our

17 whole business plan will be destroyed. They

said that in the damn interrogatory response.

Our business plan will be destroyed if we

20 have to use it.

> And that goes to our central point in this case. If I've unbundled everything in the blue, including the fiber which is available, how can you establish impairment? The only way you can do it is if

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money to burn. For \$300,000, lions, tigers and bears won't even be able to go forward. If that's not incredible, I don't know what is.

And I said, you know what? Take a good look at those written exceptions because they imply, you know what, they've abandoned this network. It's deteriorating. It's falling apart. It's really worth zero. It's worth zero. You know what? We'll pay them something.

Bottom line, they want their cake; they want to eat it, too; and they want a free lunch. And that's why we haven't leased it to them, and that's why we haven't sold it to them, because obviously they don't have the money, the \$300,000, to get what they need to get. Well, maybe they should go to their main investor and ask him for the 300,000 because I know he has it. We all know he has it.

Business plan. I'm glad she raised that because that was something I wanted to give you in one of my lovely handouts that I remember I had lost. May I Page 117

you look at what I'm doing. I'm a cable modem guy. I prefer Apple versus IBM, and by

the way, that's a legitimate distinction. I

4 wasn't saying that somehow that was some 5 horrific thing. No. They're different

6 platforms. They operate differently. They

7 just do. I was just explaining to you that

8 we're talking about different things. It

9 doesn't mean that it has any huge basis as to

10 the decision of what we're resting our case on. I know Attorney Vallee implied it, but I 11

certainly -- you don't want to call it Apple, don't call it Apple. If you don't want to

call it IBM, don't call it IBM. Call it whatever you want. It doesn't matter to me.

Now, what's the problem with the house? What's the problem with the house? Well, I was sitting there thinking about it when Attorney Janelle -- she did a very, very nice job. I thought she was very compelling. In the house analogy I said, Well, you know what George? You better have

something good for the house analogy. She said you've got this old, beat up house. I'm going to show up. I'm

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1 going to pay you \$500 a month. I'm going to 2

fix it up. I'm going to do all of these

3 wonderful things, and at the end of the day

4 if it doesn't work out for me, I leave, and you know what? You've got this great house.

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Isn't that great? Now you can rent it out 7 for a thousand dollars a month and all of

8 this other stuff.

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I said, Hey, what's wrong with that analogy? I said, Well, number one, my house isn't for rent, so how the hell did you get in there? Right? Don't I have to rent it to you first at a price that I want to get? Maybe I want a thousand a month. Maybe you're not doing me any favor. Maybe that house is on Park Avenue in New York City and it's worth 15,000 a month. Right? Maybe. As is, in the crappy state that it is

18 supposedly, right? Maybe it is worth that. 19 20 And, by God, isn't that what America is all

about? What's my property is my property. 21

22 right?

23 Can I go to your house and say, Hey, Commissioner Downes, I see you've 24 25 got an extra car. My wife and I, we're short

MR. MOREIRA: You know, let's just do that, because we're just sharing for the greater good.

We've already been required to share, and we've shared enough, and that's the bottom line.

And one last point before I go. Please read the written exceptions carefully because I think it's really telling as to what Gemini really wants. They want to steal this from us, and they're trying to get you to help them do it.

THE CHAIRPERSON: Thank you. Attorney Janelle?

COMM. DOWNES: Well, that ought to set up an exciting little rebuttal here.

MS. JANELLE: Exciting but I guarantee not as animated. My boss is here. THE CHAIRPERSON: It didn't

20 21 stop him. His boss is here.

> MS. GARBER: I should have tied his arms down.

COMM. DOWNES: That's right. Please proceed.

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one. I can go down and lease one from the car lot, the used car lot, because Attorney Vallee, boy, I would have bought something from him. He was so good. I almost bought something from him. I can go to that used car lot and pay fair market price for that used car, which is \$400 a month, or you've got three cars, you've only got two drivers, I'll take yours for 200 a month. It's a win/win. We all win. We all walk out of here dancing, holding hands. Of course not because that's what it's about, property interest.

If you take one of my sticks, and that bundle, that property interest I have in the red, and for purposes of this argument let's assume you didn't have that right, aren't I injured? Isn't that wrong? That's what it's about. It's not about fixing up the house, you know? If it was about fixing up the house and we can share and everybody will be great, let's all put a little red star on our hat. That means Communism, for all of us in here.

MS. JANELLE: Thanks.

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MS. JANELLE: The house is not on Park Avenue. The house is Harlem. It hasn't been lived in for ten years, and the roof is caving in. It's not worth \$50,000. And I think that the point was just completely made here. They're the ILEC, they don't want to share, not with anybody, not for anything, and certainly not at any price other than the price that they say they're going to get or you're out of business. And that is what we're talking about here.

And Commissioner Downes, thankfully Congress has not said that you must rent your car to anyone. And Congress has not said that you must rent your house to anyone. But Congress has said unequivocally, and it's been tested in the courts and it has survived, that SBC must rent its network to CLECs. And I'm sorry they don't like that, but that's the way it is.

We are here. We are willing to pay a fair price. And all this talk about negotiations, and we offered a price and they didn't counter, number one, we have in 25 writing that the price was nonnegotiable.

Page 122 Number two, we sat down. We 1 2 requested to sit down and negotiate an 2 3 interconnection agreement for this UNE. The 3 response was. It's not for lease. And they 4 4 5 got up and left the table. 5 6 How do we negotiate a 6 market-based lease when the other party 7 7 8 leaves the table and says, It's not for 8 9 lease? I don't know. 9 10 As far as us changing our 10 11 business plan and changing our tanffs to 11 12 offer POTS have a statewide license to offer 12 13 POTS. We've had one for some years now. In 13 14 fact, our telephony tariffs have been on file 14 15 with the Department so long they were drafted 15 by Howard Slater. They were filed by Howard 16 16 Slater prior to, I believe, either 17 17 18 Mr. Moreira or Attorney Garber coming to SBC. 18 That's how long they've been there. 19 19 We are not currently 20 20 providing POTS because we haven't gained the 21 21 critical mass. We have a requirement under 22 22 Connecticut state law to utilize that license 23 23 24 within a certain period of time. That's why 24 25 we're here. That's what we're trying to do. 25 Page 123 1

Page 124 network that is not unbundled. That's why we haven't talked about fiber.

When we've mentioned fiber, it's because SBC says, HFC, not part of our network. You're using the fiber. It's connected to your network. So, again, they're trying to break it down into little tiny pieces so they can exclude certain portions of it and keep the portions that they want. ILEC mentality.

The last point that I want to make is this idea of impairment. There's a legal piece; there's a factual piece. What I haven't heard, what is the legal piece of impairment? The legal piece is unbundling. Impairment is the factual portion of unbundling. You've got to make findings of fact to find impairment to reach unbundling. I don't know what the legal piece of impairment is. I don't know what legal issue we had to decide with respect to impairment, and I haven't heard — I've heard there's a legal piece and factual piece, and I've heard a full explanation of what the factual piece is. I haven't heard a single explanation of

So all of this talk about how 1 2 we've changed our business plan to fit some 3 legal loophole is absolutely incorrect, and because SBC couldn't find our tanffs on the 4 5 Department's web site, we pointed out in our 6 reply brief, I believe it was, we placed the 7 link there, you can check them, you can see 8 the date that they were filed. The 9 Department knows when we were licensed. The Department is well aware of our business 10 11 plans. THE CHAIRPERSON: I miss 12 Howard Slater. 13 MS. JANELLE: I miss him 14 15 desperately. COMM. DOWNES: Let's all sing 16 17 Kumbaya. (Laughter.) 18 MS. JANELLE: As far as the 19 20 issue of the fiber, we agree the fiber is 21 unbundled, we agree the fiber is available in 22 the tariff, and that's why we haven't asked 23 for unbundling of it in this proceeding 24 because we know we can go get it. We're 25 asking for unbundling of the part of the

the legal piece of impairment, and I'd like you to keep that in mind.

And I'm sorry, I said that was the last point. I lied. I have one more.

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ours. You can't have it.

My last point is Mr. Moreira seems to know far more about the financial capabilities, circumstances and the business plans of my client than I do. However, it's not a matter of how much the inventory costs, \$300,000. The fact is, why should we pay for something that they have just because they don't want to give it to us? They have it. It's there. It's already been paid for, paid for, Mr. Vallee would tell you, by ratepayers. Why should we pay for it again? A prudent company isn't going to throw away money. It's not going to burn its money. It's not going to hand it out to anybody. We have a legal right under state and federal law to lease this network at a fair price set by this Department, not the price that the ILEC says we want, not because they jump up and down and say, It's ours, it's ours, it's

Page 125

Page 126 Page 128 1 We have a legal right to 1 more animated than you said you would be. 2 2 lease this network. There's no taking here, MS, JANELLE: I'm sorry? 3 which was something they mentioned in their 3 THE CHAIRPERSON: You were 4 exceptions and which has been thoroughly 4 more animated than you said. 5 5 implied in the rebuttal comments. COMM. DOWNES: Attorney 6 There are two types of 6 Vallee. 7 takings under the law. One is a physical 7 MS. JANELLE: Was that good 8 taking, and there's absolutely clear court 8 or bad? 9 rulings, and I can provide you with a cite THE CHAIRPERSON: That was 9 10 and I will provide you with a cite if you 10 good. give me one moment. Qwest versus United MR. VALLEE: Yes, 11 11 States 48 Federal Claims Court 672, can be 12 Commissioner, very quickly. 12 found at 2001, U.S. claims, Lexis 26, dated 13 13 Both of you essentially asked 14 February 20, 2001. 14 SNET why they won't lease, and the quote I 15 Owest claimed that by 15 have is they won't lease it because Gemini ordering Owest to unbundle a portion of its 16 16 doesn't have the money, which is not exactly 17 network and make it available for lease at 17 the answer I expected to hear, and then defer 18 rates that the department, in the state at 18 you to this mysterious owner who is so wealthy and just should spend all their 19 issue, was effecting a taking of their 19 20 network, and this decision is beautiful 20 money. I'm not sure about that. I hope that because it lays out the law, the history of 21 SNET doesn't feel that way about ratepayers. 21 22 the Telcom Act, everything, and says clearly 22 There's no bottomless pit there, the Department well knows. And certainly nothing and unequivocally that a forced lease of 23 23 personal. I'm amazed that Mr. Moreira would Telco property pursuant to the Telcom Act is 24 24 say, Well, Bill Vallee disagrees with me, how not a taking, is not a physical taking. 25 25 Page 127 Page 129 1 surprising. Let's get to part number two 1 of takings, regulatory taking. This same 2 I don't think that that's 2 3 exactly something that happens all the time. 3 case has a thorough description of a 4 I suppose their theme song is "Why Is 4 regulatory taking. One cite gets you Everybody Always Picking On Me"? 5 everything you need. 5 COMM. DOWNES: Oh, God. 6 A regulatory taking is a 6 MR. VALLEE: Because it isn't 7 confiscatory rate. There's no regulatory 7 8 personal. It really is that consumers taking here. Why? Because the rate hasn't 8 9 disagree with what SNET is doing. I'm not been set. It's not ripe. How do they know 9 if it's confiscatory taking? We haven't set 10 here as myself, I'm here as the Office of 10 Consumer Counsel. 11 11 the rate yet. That's to come in the later phase. No taking. Just a use of the 12 THE CHAIRPERSON: Nobody 12 13 believes it to be personal. existing law to unbundle the network and make 13 MR. VALLEE: No, I 14 14 it available to competitors. And, again, I believe Mr. Vallee's question is right on 15 understand. 15 point. Why don't they want to lease it? Why 16 MR. MOREIRA: I didn't think 16 17 it was personal. don't they want some revenue as opposed to no 17 MR. VALLEE: No, I know that. 18 revenue? All we've heard is because we don't 18 19 COMM. DOWNES: We're going to want to. The reason underlying we don't want 19 20 to, we don't want competition. They're going 20 need Dr. Joyce Brothers on this panel before 21 to steal customers from us. And we certainly 21 long here. 22 believe that we can and hopefully we will. 22 MR. VALLEE: Maybe that would 23 And we think you're right on point, and 23 be handy. She could be sitting over there. 24 that's all I have to say. 24 But there are two sides to most of 25 the issues that appear before the Department. THE CHAIRPERSON: You were 25

Page 130 Page 132 1 You have to choose one side or the other, and 1 lot. 2 the fact that the OCC is on the consumer side 2 THE CHAIRPERSON: Thank you. 3 is obvious, but we're very much in favor of 3 Attorney Wright. 4 competition, and there are various reasons 4 MR. WRIGHT: Extremely brief. 5 why SNET might not be. That's perfectly 5 I want to make a comment about the taking. 6 understandable. 6 This is not about taking, and this is not 7 HFC not part of our network, 7 about seizure. This is a network that's 8 and as Ms. Janelle just pointed out, the 8 required to be unbundled by federal law. 9 9 fiber is part of the network. It was the "F" Rates are to be set by the DPUC, they'll be 10 in the HFC. And whether it goes -- whether 10 fair rates, and there's an entire judicial 11 the red goes all the way to your phone, which 11 process that the company can avail themselves 12 was the example, first of all, it does go 12 to to assure fairness down the road. And 13 much closer to the home, that's the idea. It 13 therefore we just think that's a red herring. Thank you. 14 does go to the remote terminal, and many of 14 15 the RBOCs, Bell South in particular, and I 15 THE CHAIRPERSON: Thank you. 16 would assume SBC is following quite closely, 16 Thank you all. Thank you all for these oral 17 and as has been mentioned in the TRO, there 17 arguments. I haven't had such a good time 18 is fiber to the curb, fiber to the home, it 18 since Tom Benedict was on the bench, Kathleen 19 is closing in. And Project Pronto is clearly 19 Kerry was general counsel. Thank you all. 20 headed in that direction. Whether it is 20 We'll take these under advisement. 21 21 there today or not I don't think is the COMM. DOWNES: Thank you. 22 issue. 22 (Whereupon, the above 23 proceedings were adjourned at 1:15 o'clock 23 As for impairment and whether 24 p.m.) 24 the Department improperly used Gemini's business plan, which I don't believe the 25 25 Page 131 Page 133 1 CERTIFICATE Department -- I don't think the draft 1 2 I hereby certify that the foregoing 132 2 decision does that. It certainly doesn't 3 pages are a complete and accurate 3 rely on that. SNET, I don't want to say computer-aided transcription of my original 4 contrary, it's not contrary, they're stenotype notes taken of the Oral Argument in 5 essentially saying, no, you can't use their Re: DOCKET NO. 03-01-02 PETITION OF GEMINI 6 business plan; you should use ours. We NETWORKS CONNECTICUT, INCORPORATED FOR didn't intend it. That was a trial. The 7 DECLARATORY RULING REGARDING SOUTHERN NEW 8 HFC, that's not part of our ENGLAND TELEPHONE COMPANY'S UNBUNDLED NETWORK 9 telecommunications service and therefore 10 unbundled. No, that's not what we intended. 10 ELEMENT, which was held before The Hon. JACK 11 GOLDBERG, Chairperson, and the Hon DONALD W. That's not what we wanted. So use our plan. 11 12 DOWNES, Commissioner, at the Department of No. I think the draft 12 13 Public Utility Control, 10 Franklin Square, 13 decision got it right. 14 New Britain, Connecticut, on December 10, As for the inventory cost and 14 15 2003. whether or not owners can spend \$300,000 to 15 16 do it or not, again, they're saying we'll 16 17 take it as is. The inventory that was 17 18 conducted May 20, '01 is satisfactory. I 18 19 Sharon L. Masse, R.M.R., 19 point out that SNET was just in here a few 20 weeks ago bally-hooing in this very room its 20 L.S.R. 21 21 inventory control for poles and attachments Court Reporter and where is the pole today? So it doesn't 22 22 UNITED REPORTERS, LLC 23 23 ring right there's no inventory in this 111 Gillett Street 24 24 business. Hartford, Connecticut 06105 25 25 That's all I have. Thanks a

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